

Minutes of Pre-Proposal Meeting and Clarification on Queries against Request for Expressions of Interest (REOI) for Selection of a Knowledge Partner(s) for Design and Implementation of Innovative Skill Development and Entrepreneurship Pilot Programmes for Women under SANKALP
(REOI no. SD-22/28/2020-IC dated 04/08/2020)

The Pre-Proposal Meeting on the REOI was held on 13/08/2020 at 3:00 PM, via video conferencing. The same was chaired by Ms. Deepti Srivastava, Director SANKALP, Ministry of Skill Development & Entrepreneurship (MSDE). The SANKALP team was also present to support the meeting's proceedings. A list of all participants who attended the meeting is given at **Annexure-B**.

Proceedings of the pre-proposal meeting are as follows:

1. At the outset, Mr. Lendum Sherpa, Under Secretary, MSDE welcomed all participants. Subsequently, Ms. Garima Dhir, Data Analytics Expert, SANKALP Team welcomed all participants. She briefed the participants on the purpose of the meeting, gave a background on the SANKALP project and an overview of the REOI.
2. The team proceeded by giving a presentation, which detailed various provisions of the REOI. Ms. Jyoti Singh, Procurement Expert, SANKALP Team also joined Ms. Garima Dhir in elaborating sections such as scope of the pilot, qualification and shortlisting criteria, procurement and contract execution strategy, and important dates.
3. Thereafter, the floor was made open to all participating prospective bidders to raise their queries/ suggestions related to the REOI.
4. There were discussions on some of the points raised by the participants and few queries were directly addressed by the SANKALP team in the meeting. The participants were assured that response to all queries would be prepared in writing, compiled and shared with all via email and the same will also be uploaded on CPPP and MSDE websites. The participants were thus requested to submit their queries through email by 15th August, 2020 6.00 pm on sankalp-msde@gov.in
5. Total ninety-four (94) queries were received. The response against each query received is summarized in the table given at **Annexure-A**. Some of the repeated queries have been merged and responded once.

The Pre-Proposal Meeting ended with vote of thanks.

Annexure-A

**Clarifications with regard to queries/suggestions received for REOI for Selection of a Knowledge Partner(s) for Design and Implementation of Innovative Skill Development and Entrepreneurship Pilot Programmes for Women under SANKALP
(REOI no. SD-22/28/2020-IC dated 04/08/2020)**

S.No.	Query / Suggestions from Bidders	Referred Para/ content of REOI	Referred Page Number	Response/ Clarifications from MSDE
1.	If in case an agency decides to apply for three schedules as proposed in Scope of Work, whether separate Concept Note is required to be submitted for each schedule. Please clarify.	<p>Para 2.3</p> <p>The applicants can submit their EOI for ANY of following categories or ALL based on their experience and competency to manage the project. The requirements are categorised into following 3 Schedules of Requirement:</p> <ul style="list-style-type: none"> • Schedule I - Innovative Pilots for Wage Employment • Schedule II - Innovative Pilots for Sustainable Livelihood/ Entrepreneurship Development • Schedule III - Innovative Pilots for both Wage Employment and Entrepreneurship Development 	6	Concept Note to be submitted separately for each Schedule applied along with all required qualification document as per clause no. 8(II) of REOI.
2.	As we are not a Skill training organization and we are submitting an innovative model, where the training is designed in-house as per the need of the model. The training is a combination of (technical + financial + behaviour change) and is not been accredited by any agency, would like to know if it will be acceptable?	<p>Para 2.3</p> <p>In this regard, MSDE invites Government and Non-Government Organizations, Not-for-profit organizations, Universities/educational institutions, Self-Help Groups (SHGs) and any other legal public and private entity (Consultancy firm, Proprietorship firm, Partnership, LLP, Company, Society, and Trust etc.) to submit their Expression of Interest (EOI) with Concept Note for innovative skill training programs for women, for wage employment or entrepreneurship development as per objectives and requirement elaborated in the document.</p>	6	The response to REOI is open for all agencies as mentioned in Para 2.3

3.	Even the employment guarantee linked with dormitory and safety for the women is also an innovation We will be using Blended learning with Virtual Lab that also is an innovation. Can we work on them?	Para 3.4 The Pilot should be Innovative in Nature, It should have either Process Innovation, Business Innovation or Social Innovation or Innovation of some other nature.	7	Bidders are required to detail out their value proposition in the Concept note, describing the innovativeness of their model.
4.	Does “one or more pilot” means one organisations can opt for more than one pilots with different job roles/ skills/ entrepreneurship models by distributing the number 2000 according the market demand for further replicability.	Para 3.1 MSDE is seeking services of an organisation (s), to be on boarded as a Knowledge Partner (s), to design and implement skill training modules for women. One or more pilots might be implemented under this initiative. It is expected that the cumulative beneficiaries from these pilots would be a total of 2000 women.	7	One organization can apply across any or all 3 schedules, with a different proposal, that satisfies the requirement of the particular schedule.
5.	In your RFP you have mentioned a cumulative beneficiary target i.e 2000, but nothing is mentioned about the average target for an applicant agency. What is the minimum target for the EOI?	Para 3.1 It is expected that the cumulative beneficiaries from these pilots would be a total of 2000 women.	7	It is expected that a minimum of 2000 cumulative women beneficiaries would be covered under each schedule.
6.	Please share the details of the tentative number of beneficiaries to be covered in each of the following 3 proposed models of training: <ul style="list-style-type: none">• Schedule I - Innovative Pilots for Wage Employment• Schedule II - Innovative Pilots for Sustainable Livelihood/ Entrepreneurship Development• Schedule III - Innovative Pilots for both Wage Employment and Entrepreneurship Development	Para 2.3 The applicants can submit their EOI for ANY of following categories or ALL based on their experience and competency to manage the project. The requirements are categorised into following 3 Schedules of Requirement: <ul style="list-style-type: none">• Schedule I - Innovative Pilots for Wage Employment• Schedule II - Innovative Pilots for Sustainable Livelihood/ Entrepreneurship Development• Schedule III - Innovative Pilots for both Wage Employment and Entrepreneurship Development Para 3.1 It is expected that the cumulative beneficiaries	6, 7	It is expected that a minimum of 2000 cumulative women beneficiaries would be covered under each schedule.

		from these pilots would be a total of 2000 women		
7.	Please clarify if 2000 is the total beneficiary across all 3 schedules or individually? In case it is per Schedule how much variance is acceptable from 2000 beneficiary (more or less)	Para 3.1 It is expected that the cumulative beneficiaries from these pilots would be a total of 2000 women	7	It is expected that a minimum of 2000 cumulative women beneficiaries would be covered under each schedule.
8.	We have identified areas where women are working or helping their family through traditional sector and there is a lot more opportunities in their sector also. Can we provide skill training in Traditional sector and help them earning through wage employment and/or entrepreneurship?	Para 3.2.1 Project Objectives: Imparting skill training in non-traditional trades and identifying interventions required to make skill training and workforce participation, through either wage employment and/or entrepreneurship more conducive for women	7	Traditional job roles with innovative models would be considered, provided that the applicant is able to clearly state the value proposition in terms of the innovativeness of the pilot. Further the applicant should be able to provide substantial documentary evidence to prove increase in earnings
9.	Regarding the non-traditional roles, what are you exactly looking for? Can you help us by defining it better?	Para 3.5 The pilot should focus on non-traditional job roles that help women break stereotypes emerging from the intersections of gender, caste, class, religion etc. Therefore, emphasis should be on training that is beyond fields that are traditionally considered female oriented and help identify non-traditional, high productivity and high wage employment opportunities that women may pursue.	7	Please refer the REOI document at para 3.5 for the definition of non-traditional roles
10.	Can Sector Skill Council be the knowledge partner? This project is very crucial and important. It is better for the sector skill council to do the pilot. Once it is established it can be transferred back to the TPs.	Para 4.1.2 MSDE seeks to engage Knowledge Partner (s) that would provide training and the other necessary support to women across any/ all of the three categories.	8	Sector Skill Councils can also submit their EOI against this tender.
11.	Job Role Preference?	Para 5.5.1 Selection of Sectors/ Trades: The Knowledge Partner(s) would be responsible for selection of sectors/ trades in which skill training would be provided.	9	The bidders may propose any job role which is non-traditional or innovative in nature.

12.	Is there is limit to number of Job roles/Trades that could be selected in the proposal for a project? Would it have to be just one job role for all 2000 candidates?	Para 5.5.1 Selection of Sectors/ Trades: The Knowledge Partner(s) would be responsible for selection of sectors/ trades in which skill training would be provided.	9	Multiple job roles are permissible under this pilot.
13.	Whether one bidder can submit more than 1 concept note for each schedules in one proposal, in case bidder chooses to submit for more than 1 schedule	Para 5.2 The applicants, in their Concept Note, are required to detail out the ideas adopted by them for training women particularly in non-traditional trades. The objective is to understand the capacity of the applicant over and above the procedures adopted under the currently operational skill development schemes, in order to make skill training more efficient and customized. Refer Para 2.3, The applicants can submit their EOI for ANY of following categories or ALL based on their experience and competency to manage the project. <ul style="list-style-type: none"> • Schedule I- Innovative Pilots for Wage Employment • Schedule II- Innovative Pilots for Sustainable Livelihood/ Entrepreneurship Development • Schedule III- Innovative Pilots for both with combination of Wage Employment and Entrepreneurship Development 	9	Only one concept note to be submitted under each schedule applied. Kindly refer Para 2.3 of the REOI.
14.	If we develop a new Non-traditional Course, do we need to get approval from concerned SSC? How can we conduct certification assessment by a Government approved agency? (all certification agencies are conducting	Para 5.5.1 Selection of Sectors/ Trades: The Knowledge Partner(s) would be responsible for selection of sectors/ trades in which skill training would be provided.	9	This EOI is for selection of Knowledge Partner(s) for Design and Implementation of Innovative Skill Development and Entrepreneurship Pilot Programmes for Women. Please refer para 5.5.1.

	assessment for only SSC approved courses).			
15.	The RFP hasn't clearly stated the selection criteria of the candidates. Do we need to focus only on women who are under privileged? Can we include women from other socio-economic and demographic strata to be included in our EOI?	Para 5.5.3 Mobilization, Counselling and Selection of Candidates: The Knowledge Partner(s) would be responsible for undertaking a thorough selection of women candidates, their mobilization and counselling.	9	Women from all socio-economic and demographic strata could be included.
16.	A lot of candidates, especially women, have undertaken software and hardware training from our institutes and have opened their own small businesses of software servicing, hardware maintenance and computer training. They are assisted by their families also in these and earn a good living. But there is no certificate available to show that they have been placed as entrepreneurs and are engaged in their own business and since your tender insists on the same so how do we prove this. Otherwise the candidate details and their success stories are available for verification etc. What other proof's of entrepreneurial establishment can be submitted under this tender. Pls elaborate.	Para 4.3.2 In case of setting-up of enterprises, the selected Knowledge Partner (s) would be required to submit proof of establishment of enterprise like PAN number, GST number, trade licence etc and revenue earned for one year after establishment of enterprise.	9	For such entrepreneurs, bidders are required to submit establishment proof, work order of the last 3 years, GST No, PAN Number, trade licence, ITR, audited financial statements of the last 3 years etc.
17.	Is it possible that the self verification from these female candidates is accepted as a proof of entrepreneurship. They can submit their shop licenses/GST no. etc. for validation purposes.	Para 4.3.2 In case of setting-up of enterprises, the selected Knowledge Partner (s) would be required to submit proof of establishment of enterprise like PAN number, GST number, trade licence etc and revenue earned for one year after establishment of enterprise.	9	For such entrepreneurs, bidders are required to submit establishment proof, work order of the last 3 years, GST No, PAN Number, trade licence, ITR, audited financial statements of the last 3 years etc.

18.	Will the training content/ curriculum be customized by the Knowledge Partner or will it be done by MSDE/NSDC.	<p>Para 3.1 The applicants may submit proposals for innovative pilots for training of women for wage employment, entrepreneurship development and/ or combined training of wage employment and entrepreneurship.</p> <p>Para 5.1 The selected Knowledge Partner (s) will be responsible for end to end delivery of skill training, which comprises of designing the skill training program, organizing and conducting all phases of the skilling value chain that include mobilization, counselling, imparting skill training, final placements/enterprise set-up, post placement/ entrepreneurship development support.</p>	7, 9	The Knowledge Partner(s) would be responsible for end-to-end delivery and implementation of the project.
19.	Does non-traditional roles mean that we can have courses apart from the current NSQF aligned courses, which can be industry integrated or tweaked as per industry requirements.	<p>Para 3.5 The pilot should focus on non-traditional job roles that help women break stereotypes emerging from the intersections of gender, caste, class, religion etc. Therefore, emphasis should be on training that is beyond fields that are traditionally considered female oriented and help identify non-traditional, high productivity and high wage employment opportunities that women may pursue.</p> <p>Para 5.5.1 Selection of Sectors/ Trades: The Knowledge Partner(s) would be responsible for selection of sectors/ trades in which skill training would be provided.</p>	8, 9	This EOI is for selection of Knowledge Partner(s) for Design and Implementation of Innovative Skill Development and Entrepreneurship Pilot Programmes for Women. Kindly refer para 5.5.1 of the REOI.
20.	Could traditional jobs roles with innovative entrepreneurship models be considered for the pilot?	<p>Para 3.5 The pilot should focus on non-traditional job roles that help women break stereotypes emerging from the intersections of gender,</p>	8, 9	Traditional job roles with innovative models would be considered, provided that the applicant is able to clearly state the value proposition in terms of the

		<p>caste, class, religion etc. Therefore, emphasis should be on training that is beyond fields that are traditionally considered female oriented and help identify non-traditional, high productivity and high wage employment opportunities that women may pursue.</p> <p>Para 5.2 The applicants, in their Concept Note, are required to detail out the ideas adopted by them for training women particularly in non-traditional trades.</p>		innovativeness of the pilot. Further the applicant should be able to provide substantial documentary evidence to prove increase in earnings
21.	Can we place candidates internationally as well and if yes, is there any incentive for international placement?	<p>Para 5.5.8 Placement and Post-placement support: The Knowledge Partner(s) would be required to ensure relevant placement and entrepreneurship opportunities for the candidates and the expected salary they would receive after placements. Both the location of training and engagement after training shall be within India. The Knowledge Partner(s) would also be required to undertake post-placement support and tracking.</p>	10	Kindly refer to Para 5.5.8 of the REOI.
22.	Explain Formative and Summative Assessment	<p>Para 5.5.7 Assessment and Certification: The trainees should be periodically assessed through-out the skill training program, including formative and summative assessments. Certification for skill training should be awarded by an awarding body recognized by Government of India.</p>	10	Kindly refer to Para 5.5.7 of the REOI.
23.	Trainer Qualification - Do we need to have faculty/Trainer SSC certified?	<p>Para 5.5.6 Ensure Quality of Trainers: The Knowledge Partner(s) should ensure that the trainers should have the requisite education qualifications and experience level as per requirements.</p>	10	Kindly refer to Para 5.5.6 of the REOI.

24.	We would need better clarification on Trainer qualification	Para 5.5.6 Ensure Quality of Trainers: The Knowledge Partner(s) should ensure that the trainers should have the requisite education qualifications and experience level as per requirements.	10	Kindly refer to Para 5.5.6 of the REOI.
25.	What is the duration of post placement support?	Para 5.5.8 Placement and Post-placement support: The Knowledge Partner(s) would be required to ensure relevant placement and entrepreneurship opportunities for the candidates and the expected salary they would receive after placements. Both the location of training and engagement after training shall be within India. The Knowledge Partner(s) would also be required to undertake post-placement support and tracking.	10	The bidders may suggest this in their concept note in response to the REOI.
26.	What are the timeline of formative and summative assessments?	Para 5.5.7 Assessment and Certification: The trainees should be periodically assessed through-out the skill training program, including formative and summative assessments. Certification for skill training should be awarded by an awarding body recognized by Government of India.	10	The bidders may suggest this in their concept note in response to the REOI.

		Para 5.5.5. Imparting Training: The Knowledge Partner(s) shall be responsible for formulating a detailed curriculum and mode for imparting skill training. It is expected that training should have a mandatory module on soft skills, communications and IT. Adequate practical and on-the-job training/internship must be incorporated into the training module wherever necessary.		
27.	Who would be the approving authority for new curriculum	Para 5.6.6. Imparting Training: The Knowledge Partner(s) will be required to undertake a skill gap analysis of the identified entrepreneurs. Based on this, skill training or bridge programmes along with entrepreneurship training should be imparted. The Knowledge Partner(s) would also be required to develop a training plan and the curriculum for imparting training. It is expected that entrepreneurship training would have a mandatory module on soft skills, communications, IT and financial management.	10	Kindly refer to para 5.5.5. and para 5.6.6 of REOI. Further clarity regarding this would be provided at the RFP stage.
28.	Please clarify on the feasibility of leveraging SSCs to carry out the assessment & certification for the programme.	Para 5.6.8 Assessment and Certification: The trainees should be periodically assessed throughout the training program. Certification for skill training should be awarded by an awarding body recognized by Government of India.	11	Kindly refer to para 5.6.8 of the REOI.

29.	<p>What are the Eligibility criteria of Target Beneficiary for e.g. age limit, caste criteria, minimum education, family income etc...</p>	<p>Para 5.5.3 Mobilization, Counselling and Selection of Candidates: The Knowledge Partner(s) would be responsible for undertaking a thorough selection of women candidates, their mobilization and counselling.</p> <p>Para 5.6.4 Selection of Candidates: The Knowledge Partner(s) are expected to mobilize, counsel and select candidates for entrepreneurship training.</p>	9,11	<p>Kindly refer to para 5.5.3. and 5.6.4 of REOI.</p>
30.	<p>Mobilisation for this pilot is separate from PMKVY mobilisation</p>	<p>Para 5.5.3. Mobilization, Counselling and Selection of Candidates: The Knowledge Partner(s) would be responsible for undertaking a thorough selection of women candidates, their mobilization and counselling.</p> <p>Para 5.6.4. Selection of Candidates: The Knowledge Partner(s) are expected to mobilize, counsel and select candidates for entrepreneurship training.</p>	9, 11	<p>Yes</p>

31.	<p>Is it possible to run residential training program if we have our training academy in Urban area and candidates selected are from rural or stay far from center with commuting difficulties</p>	<p>Para 5.5.4 Training Location and Infrastructure: The Knowledge Partner(s) would be required to specify the location of training and infrastructure installed that would be best suited for women.</p> <p>Para 5.6.5 Location of Training: The Knowledge Partner(s) shall be responsible for selecting the location of training and would ensure that it is best suited for creation of women entrepreneurs.</p>	10, 11	<p>Yes, residential training programs are permissible under this project.</p>
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32.	<p>Is blended training delivery allowed? Is it mandatory to run the courses in training academy or we can do online training through digital platform as well?</p>	<p>Para 5.5.5 Imparting Training: The Knowledge Partner(s) shall be responsible for formulating a detailed curriculum and mode for imparting skill training. It is expected that training should have a mandatory module on soft skills, communications and IT. Adequate practical and on-the-job training/internship must be incorporated into the training module wherever necessary.</p> <p>Para 5.6.6 Imparting Training: The Knowledge Partner(s) will be required to undertake a skill gap analysis of the identified entrepreneurs. Based on this, skill training or bridge programmes along with entrepreneurship training should be imparted. The Knowledge Partner(s) would also be required to develop a training plan and the curriculum for imparting training. It is expected that entrepreneurship training would have a mandatory module on soft skills, communications, IT and financial management.</p>	10, 11	<p>Blended training models of skill training are permissible under this programme</p>
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33.	<p>Is there any directives regarding the selection of locations, Are there any criteria for selection from Urban or Rural locations? Any specific focus or distribution of numbers according to rural or urban settlement?</p>	<p>Para 5.5.4 Training Location and Infrastructure: The Knowledge Partner(s) would be required to specify the location of training and infrastructure installed that would be best suited for women.</p> <p>Para 5.6.5 Location of Training: The Knowledge Partner(s) shall be responsible for selecting the location of training and would ensure that it is best suited for creation of women entrepreneurs.</p>	10, 11	<p>Kindly refer to para 5.5.4 and 5.6.5 of REOI.</p>
34.	<p>Smart Centre required or can we propose smart ready centre?</p>	<p>Para 5.5.4 Training Location and Infrastructure: The Knowledge Partner(s) would be required to specify the location of training and infrastructure installed that would be best suited for women.</p> <p>Para 5.6.5 Location of Training: The Knowledge Partner(s) shall be responsible for selecting the location of training and would ensure that it is best suited for creation of women entrepreneurs.</p>	10, 11	<p>Please refer to Para 5.5.4. and 5.6.5 of REOI</p>

35.	<p>Training Type: How many hours training per day required, if full day training is there what about lunch /snacks!!</p>	<p>Para 5.5.5 Imparting Training: The Knowledge Partner(s) shall be responsible for formulating a detailed curriculum and mode for imparting skill training. It is expected that training should have a mandatory module on soft skills, communications and IT. Adequate practical and on-the-job training/internship must be incorporated into the training module wherever necessary.</p> <p>Para 5.6.6 Imparting Training: The Knowledge Partner(s) will be required to undertake a skill gap analysis of the identified entrepreneurs. Based on this, skill training or bridge programmes along with entrepreneurship training should be imparted. The Knowledge Partner(s) would also be required to develop a training plan and the curriculum for imparting training. It is expected that entrepreneurship training would have a mandatory module on soft skills, communications, IT and financial management.</p>	10, 11	<p>In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during RFP stage.</p>
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36.	<p>Can training be imparted at the Industry venue?</p>	<p>Para 5.5.4 Training Location and Infrastructure: The Knowledge Partner(s) would be required to specify the location of training and infrastructure installed that would be best suited for women.</p> <p>Para 5.6.5 Location of Training: The Knowledge Partner(s) shall be responsible for selecting the location of training and would ensure that it is best suited for creation of women entrepreneurs.</p>	10, 11	<p>Please refer to Para 5.5.4. and para 5.6.5.</p>
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37.	<p>Can you provide some clarity on the training aspect as in training architecture vis a vie Scalability and replicability</p>	<p>Para 5.5.5. Imparting Training: The Knowledge Partner(s) shall be responsible for formulating a detailed curriculum and mode for imparting skill training. It is expected that training should have a mandatory module on soft skills, communications and IT. Adequate practical and on-the-job training/internship must be incorporated into the training module wherever necessary.</p> <p>Para 5.6.6. Imparting Training: The Knowledge Partner(s) will be required to undertake a skill gap analysis of the identified entrepreneurs. Based on this, skill training or bridge programmes along with entrepreneurship training should be imparted. The Knowledge Partner(s) would also be required to develop a training plan and the curriculum for imparting training. It is expected that entrepreneurship training would have a mandatory module on soft skills, communications, IT and financial management.</p>	10, 11	<p>The applicant are required to detail out all aspects of skill training in the Concept Note submitted by them. It would include the innovativeness of the pilot as well as scalability and replicability.</p>
38.	<p>To ensure the continuity & scalability of the project, a good portion of funds will be required to setup the mobilization & marketing process. Can this cost be separately added in financial proposal?</p>	<p>Para 7.1.2 The Knowledge Partner(s) should submit their concept note(s) on any or all the Schedules/ Category of Skilling Pilots for women inclusion covering the following broad information</p> <ol style="list-style-type: none"> 1. Purpose/Objective Statement of the Pilot/Services 2. Value Proposition (Innovativeness/ Scalability and Replicability) <ul style="list-style-type: none"> ▪ Innovativeness ▪ Scalability and replicability of the pilot ▪ Financial Viability of the pilot 	12	<p>In the response to REOI, the bidders have not been asked to submit any financial/ cost details about their pilots. Financial details shall only be sought during RFP stage.</p>

39.	Can you elaborate on this. What we feel that once the model is established it can be done in self driven mode like paid models	Para 7.1.2 Financial Sustainability: What is the likelihood that project would continue after the initial grant-funding period is over?	12	As mentioned in the REOI, the applicants are required to detail out their value proposition in the Concept note. Provide description on the innovativeness, financial viability and scalability of their model.
40.	Kindly clarify whether the 2000 word limitation on the 'Concept note' is applicable for each category/schedule or combined for all the categories/schedules.	Clause No 7.2	12	The word limit is 2000, separately for each Concept Note.
41.	We have identified many traditional and non-traditional sectors and areas where pilot batch can be run. Can we propose multiple locations, job role, batches as pilot batches or the pilot batch should only be proposed for a single batch for a single sector and one location only.	Para 7.1 & 7.2 Concept Note From Knowledge Partner: The Knowledge Partner(s) should submit their concept note(s) on any or all the Schedules/ Category of Skilling Pilots for women inclusion (as defined at para 2.3 above) covering the following broad information to show their knowledge, experience and technical capability to execute such project:	12	Multiple locations, job role and batches can be proposed under single concept note.
42.	What would be the frameworks to assess scalability, replicability and financial viability of the pilot?	Para 7.1.2 The Knowledge Partner(s) should submit their concept note(s) on any or all the Schedules/ Category of Skilling Pilots for women inclusion covering the following broad information 1. Purpose/Objective Statement of the Pilot/Services 2. Value Proposition (Innovativeness/ Scalability and Replicability) ▪ Innovativeness ▪ Scalability and replicability of the pilot ▪ Financial Viability of the pilot	12	Refer para 8.2 and para 8.3 of REOI

43.	<p>Demonstrated experience of carrying out similar innovative skill training programme for Women Inclusion/ underprivileged group/ capacity building for livelihood/ entrepreneurship etc:- Can we show case all Central and State Funded Project under the this Eligibility Criteria. Like, PMKVY, NULM, DDUGKY etc?</p>	<p>Para 8.3 (II) (A) 2 (Qualification Criteria A, Sub Criteria 2)</p> <p>A. Past experience of the applicant (track record)</p> <p>2. Demonstrated experience of carrying out similar innovative skill training programme for Women Inclusion/ underprivileged group/ capacity building for livelihood/ entrepreneurship etc</p>	13	<p>Any similar Project as defined in REOI carried out by the bidders can be shown under this eligibility criteria</p>
44.	<p>We request you to kindly reduce the number of maximum years experience from 10 years to 3-4 years for allocating maximum evaluation marks as to motivate and providing level playing field to Startups who have innovative ideas and business models in Skilling and Entrepreneurship sector</p>	<p>Para 8.3 (II) (A) 2 (Qualification Criteria A, Sub Criteria 1)</p> <p>A. Past experience of the applicant (track record)</p> <p>1. Number of years' relevant experience in Skill development or a similar sector to be substantiated by numbers of similar completed contracts/ projects during this period</p>	13	<p>The referred Condition of REOI remains unchanged.</p>
45.	<p>My query is that in some Companies big Projects like PMKK (operational at 23 locations from last 4 years) are going on . At different locations , across different states, lot of Projects of such nature for women empowerment / underprivileged students have been undertaken in the sectors of Electrical , leather , apparel , textiles , bamboo artifacts making etc – which showcases all the parameters as outlined in the RFP of scalability , financial viability etc . Each of these Projects undertaken is separate but falls under the same Project . Will these all be considered as separate Projects or not ?</p>	<p>Please refer to Clause 8.3 (II) (A) (2)</p> <p>Demonstrated experience of carrying out similar innovative skill training programme for Women inclusion/underprivileged group /capacity building for livelihood/entrepreneurship etc.”</p>	13	<p>It will be decided based on the information and credentials submitted along with the EOI against each such similar project/ training program executed by the bidder.</p>

46.	<p>With reference to the tender of SANKALP our company has few queries on it. They are as follows- The trained girl and women candidates from our centers, on electrician job role, have opened electrical product shops and are assisting their husbands/ fathers on sale of electrical motors, electrical accessories, LED making and sales of LED's. The certificates of these women candidates is with them and they can verify their working in this kind of business set up. Our organisation has been doing this for the last 3-4 years and a good many number of candidates have been successful so far.</p> <p>Our company want to showcase these successful candidates in the SANKALP tender under success stories of entrepreneurial candidates. Is this permissible. Pls accept this effort of our company and the candidates.</p>	<p>Para 8.3 (II) (A) 2 Qualification Criteria A: Past experience of the applicant (track record)</p>	13	<p>Please refer Para 8.3 (II) (A) for qualification criteria of REOI.</p>
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There has been a paradigm shift in the skill development sector over the last decade and a more outcome based orientation with a deeper focus on industry participation and alignment with the demand side. We are supporting multiple skill development programs across the nation and the current clause is restrictive, in this respect, we would request the department to consider relaxation of the stated clause as follows: Number of years' relevant experience in Skill development or a similar sector to be substantiated by numbers of similar ongoing or completed contracts/ projects during this period (Total Marks: 20) Sub- Criteria Markings 3 Years and above - 20 marks Less than 3 years – 0 Documents Required to be Submitted with EoI Details of Core Business, relevant Work Experience and Assignments undertaken accompanied by copies of contracts or Completion Certificate by the clients	<p>Section II: Qualification/ Shortlisting Criteria, Part A Past experience of the Applicant (track record), Clause 1</p> <p>Number of years' relevant experience in Skill development or a similar sector to be substantiated by numbers of similar completed contracts/ projects during this period (Total Marks: 20)</p> <p>Sub- Criteria Markings</p> <p>10 Years and above - 20 marks 8 Years and above -18 marks 5 Years and above -15 marks 3 Years and above - 10 marks Less than 3 years – 0</p> <p>Documents Required to be Submitted with EoI</p> <p>Details of Core Business, relevant Work Experience and Assignments undertaken accompanied by copies of contracts or Completion Certificate by the clients</p>	13	The referred Condition of REOI remains unchanged.
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48.	Can a company and the consortium partners provide self-attested undertaking with respect to no blacklisting?	<p>Para 8.3, I</p> <p>Pre-Qualification Criteria</p> <p>The Applicant along with Consortium partner (if any) should not be blacklisted by any Central Government / State Government / Government bodies/ World Bank.</p>	13	Yes
49.	We request you to kindly reduce the number of maximum years experience of Key staff from 15 years to 5 years for allocating maximum evaluation marks so that innovative and talent youth would also become eligible to work under the project who have experience of implementation of Innovative and sustainable Skill/Entrepreneurship experience	<p>Para 8.3 (II) (A) 2 (Qualification Criteria B, Sub Criteria 3)</p> <p>B. Organization Background, organizational structure and General profile of qualification, experience of key staff (not individual CVs)</p> <p>3. Relevant experience of key staff</p>	14	The referred Condition of REOI remains unchanged.
50.	We request you to kindly reduce the Average annual turnover during the last three years for allocating maximum marks from 5 Crores to 2 Crores as to motivate and providing level playing field to Startups who have innovative ideas and business models in Skilling and Entrepreneurship sector	<p>Para 8.3 (II) (A) 2 (Qualification Criteria C, Sub Criteria 1)</p> <p>C. Overall financial strength of the applicant in terms of turnover, profitability and cash flow (liquid assets) situation</p> <p>1. Turnover figure for the last 3 years</p>	14	The referred Condition of REOI remains unchanged.

51.	<p>Clarification is sought whether any bidder scoring above 70 marks in all the three Schedules would be called for submission of RFP for each schedule.</p> <p>Please clarify if one bidder is scoring highest in all the 3 schedules, will the mandate be awarded for all the three schedules. In case not, then what will be the evaluation criteria for the same</p>	<p>Para 8.5</p> <p>The Minimum Qualification marks for consideration of RFP stage is 70. Further, the applicants will be required to submit a concept note detailing their proposed model and how is it innovative, in order to qualify for the RFP stage. Shortlisting of agencies shall be carried out Schedule wise based on the qualification criteria mentioned above. However, in case of more than eight (8) agencies scoring above 70 marks in any Schedule, top 8 would be called for submission of RFP against each Schedule.</p>	14	Please refer to para 8.5 and para 9.2 of REOI
52.	Clarification is sought which specific financial years are to be considered	Para 8.3, II Qualification/ Shortlisting Criteria Turnover figure for last three years.	14	Latest last three financial year. kindly refer sl no. 2.2 of Annexure 2 of REOI for same.
53.	In Point 8.4 the applicant is required to submit the Power of Attorney /authorization letter in the name of the Authorized Signatory of the EOI submitted. Need more clarity on the statement	<p>Para 8.4</p> <p>The applicant is required to submit the Power of Attorney /authorization letter in the name of the Authorized Signatory of the EOI submitted.</p>	14	Please refer Para 8.4 of REOI. REOI submitted should be signed by the authorised signatory of the bidder. Valid Document (Power of Attorney/ Authorization letter) authorizing such person for signing the REOI
54.	Please furnish the denomination of marks (weightage) on the basis of credentials (number, qualification and relevant experience) of 'key staffs'.	Clause No 8.3	14	Please refer the evaluation criteria specified in sl no. 8(II) of REOI
55.	What would be suitable format to showcase experience of key staff?	Para 8.3, II Qualification/ Shortlisting Criteria	13, 14	Bidders can use their own format to showcase the qualification and experience of their relevant key staff
56.	In case of a consortium would marks be calculated based on joint experience or as per Lead Partner only	Para 8.3, II Qualification/ Shortlisting Criteria	13, 14	Marks will be calculated based on the combined experience/ credentials of Consortium Partner(s)

57.	Request if you could clarify if work orders will be accepted as documentary proof for a project	Para 8.3, II Qualification/ Shortlisting Criteria (Documents required to be submitted with EoI)	13, 14	Work Order along with proof of completion of project/ training to be submitted for establishing similar work experience
58.	Please share the details of the documents required to be submitted in case of the consortium partnership.	<p>Para 9.4</p> <p>Bidding Firms may associate with other firms to form consortium to enhance their technical qualifications. The submission should clearly state the same with the names of Lead Partner and partner(s).</p> <p>Para 9.5</p> <p>Lead Partner shall be fully responsible for all contractual obligations against required services under this REOI.</p>	15	A valid legally binding Consortium Agreement duly executed by both parties, specifically for this REOI/ project, to be submitted.
59.	Will multiple partnerships be allowed including NSDC or other government and Non- government agencies?	<p>Para 9.4</p> <p>Bidding Firms may associate with other firms to form consortium to enhance their technical qualifications. The submission should clearly state the same with the names of Lead Partner and partner(s).</p>	15	Please refer to para 9.4 of REOI
60.	Please clarify the maximum number of consortium partners allowed in the bid.	<p>Para 9.4</p> <p>Bidding Firms may associate with other firms to form consortium to enhance their technical qualifications. The submission should clearly state the same with the names of Lead Partner and partner(s).</p>	15	Not specified, however maximum 3 (including lead partner) consortium partners would be preferred

61.	We are a section 8 company, so do we need to submit GST or Trust registration papers or both?	Annexure 2, Form 2 2.1 Details of registration with appropriate authorities for service tax/GST, PAN and other statutory taxes/duties (for each provide date of registration, registration reference/number and photocopies and any other relevant detail)	21	Bidders to provide details along with supporting document as per Annexures of the REOI
62.	We hereby request the department to kindly elaborate on the number of Core Technical Experts to be proposed, Educational Qualification, Work Experience Requirement and Roles and Responsibilities of the Proposed Resources	Annexure 2, Form 2, clause 2.5 Details of the Applicant's Operations (Annexure 2): Brief CVs of in-house Core Technical Experts having similar experience to establish capability of executing the project as specified at para 8	21	Summary of general qualification, relevant experience of key staff to be provided by the bidder in response to the REOI.
63.	As we all aware due to present pandemic situation many of the work-related with accounting delayed, and still, the balance sheet is under preparation. Can you allow us, considering genuine reason, to upload data for three the financial years 2016-17, 2017-18, and 2018-19 in place of 2017-18, 2018-19, 2019-20.	Annexure 2	21	The referred Condition of REOI remains unchanged. Please refer Annexure 2, form 2
64.	What will be the duration of Pilot? We are assuming 1 year. Please clarify	General		The duration of the pilot should be proposed by the bidder in the concept note.
65.	If we run combined courses for wage and entrepreneurship some courses may be of longer duration, or in some courses may add internship hours, can we add cost of internship under wage employment or hand holding under entrepreneurship	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.

66.	What are the rates of pay-outs? Are they as per QP NOS hours and common norms or special rates may be offered? Eg. Courses like aerospace, AI/ML and Data analytics will cost more and per hour cost will be more than common norms. Can apprenticeship/OJT be added to the course?	General		In the response to REOI, the bidders have not been asked to submit any financial/ cost details about their pilots. Financial details shall only be sought during the RFP stage.
67.	Can we include the cost of developing interactive digital content for the courses that we intend to deliver partially online?	General		In the response to REOI, the bidders have not been asked to submit any financial/ cost details about their pilots. Financial details shall only be sought during the RFP stage.
68.	What will be the Payment Terms?	General		Payment terms will be decided at RFP stage based on finalised TOR
69.	Who will pay the Assessment Cost?	General		In the response to REOI, the bidders have not been asked to submit any financial/ cost details about their pilots. Financial details shall only be sought during the RFP stage.
70.	We request clarity on whether an agency needs to provide Learning Management Platform (LMS) as well for the execution of online training.	General		LMS would not be provided by MSDE.
71.	Request clarity on the tentative duration of the project and commencement of the training.	General		The bidders may suggest this in their concept note that is submitted along with the EOI.
72.	What will be the support extended by MSDE for implementation of the pilot?	General		The role of MSDE would be to provide funds for the implementation of the project and monitor the deliverables as per the Service Level Agreements, defined in the final contract.

73.	Please let us know if there is any indicative budget cap for proposals submitted to each of the three schedules.	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.
74.	If the intervention includes hiring of some subject matter experts , people to be engaged for establishing market linkages or for getting financial experts on board – can a separate amount be charged for them ?	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.
75.	There could be lot of other out of pocket expenses to be incurred whilst achieving the desired outcome? Can an invoice be raised for the same?	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.
76.	Will the QCBS selection method take into account the complete cost of Training as well as other expenses or only the later will be considered?	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.
77.	Documents to be uploaded needs to be in Word or PDF Format?	General		PDF format
78.	As our model has CAPX + Opex cost, would like to know if 100% advance could be provided or there would be a payment schedule. If there will be a payment schedule then what will be the break-up?	General		In the response to REOI, the bidders have not been asked to submit any financial/cost details about their pilots. Financial details shall only be sought during the RFP stage.
79.	How many Knowledge partners will be for EOI after submitting Concept notes?	General		REOI is only for shortlisting of Knowledge Partners under each schedule, selection will be done post RFP stage
80.	Request if you could clarify if relevant demonstrated experience outside of India will be considered under the marking scheme.	General		Experience within India would only be considered

81.	Will a proposal focusing on women with disabilities solely be considered as they are one of the major marginalized sections and have not been mentioned so in the request for EOI separately?	General		Yes
82.	What should be the duration of the training course, Infrastructure requirements, any specific guidelines to be adhered to?	General		The bidders may suggest this in their concept note to be submitted along with the REOI.
83.	QCBS percentage is not mentioned. It will be helpful in drafting the proposal.	General		Since this is REOI, details regarding this would be informed at the RFP stage.
84.	Handicrafts sector employs around 7.3 million people mostly from rural and semi urban areas whereas Carpet sector employs over 2 million rural artisans. Approximately, 60-65% of the products manufactured by India's handicrafts sector and 90% by the carpet sector are exported. Since rural women artisans and weavers play an important role in making these Handicrafts and Carpet products, therefore can we propose for promoting entrepreneurship model for these women artisans based in the rural clusters.	General		Traditional job roles with innovative models would be considered, provided that the applicant is able to clearly state the value proposition in terms of the innovativeness of the pilot.
85.	Each state of India is known for its prominent crafts such as Rajasthan for pottery, UP for Carpet and Metalware, Chattisgarh for Dhokra craft. So can we propose a concept note for multiple craft statewise under Sankalp	General		Multiple crafts can be proposed under single concept note.

86.	<p>HCSSCs promoting organization Export Promotion Council for Handicrafts (EPCH) and Carpet Export Promotion Council (CEPC) functions as an organizations promoting the export of Indian handicrafts and Carpet products respectively. Both EPCH and CEPC have well equipped, large infrastructure centre in and around the prominent artisans cluster of India. So can we propose these well equipped large centre as Centres of Excellence across the states to implement the end to end activities of Sankalp projects. The major issue of forward linkage of these women artisans shall also be solved as EPCH and CEPC provides the international market for the Handicrafts and Carpet products</p>	General		Please refer to Para 8.2 of REOI
87.	Whether Jammu and Kashmir UT shall be considered under the Pilot Project?	General		Yes

88.	<p>We hereby request the department to kindly add the given clause:</p> <p>"Confidentiality obligations set forth above shall not be applicable when disclosure is required under any law or pursuant to a directions from any legal or regulatory authority or mandated by a judicial order"</p> <p>We hereby inform the department that Confidentiality should include a compelled/legal disclosure clause as given below:</p> <p>"In the event that the Firm or its representatives are requested pursuant to, or required by, applicable law or regulation or by legal or administrative process to disclose any Confidential Information, or where the Firm wishes to disclose to its professional indemnity insurers or to its advisers, the Firm agrees that it will, as far as is legally and practically possible, provide the Client with prompt notice of such request or requirement in order to enable the Client to seek an appropriate protective order or other remedy. In the event that such protective order or other remedy is not obtained, the Firm or its representatives, as the case may be, shall disclose only the portion of the Confidential Information which is legally or professionally required to be disclosed"</p> <p>We hereby request the department to kindly add the given clause:</p> <p>The Service provider should be permitted to retain copies of all</p>	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.
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	<p>documents and other information as it may be required for legal or professional regulatory purposes. Further it should be permitted to use the deliverables for its own purposes.</p> <p>Retention of Copies: The Service Provider may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how (“Materials”) that it owns or has the right to use in performing the services. Notwithstanding the delivery of any reports, the agency retains all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the services), and in any working papers compiled in connection with the services”</p>			
89.	<p>We hereby inform the department that the Service Provider must also have the right to terminate the Agreement:</p> <ol style="list-style-type: none"> 1. In the event of non-payment of fees 2. In the event that Ministry of Skill Development and Entrepreneurship fails to abide by the terms of this Agreement. 	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.

90.	<p>We hereby request the department to kindly add the given clause:</p> <p>"In no event shall the aggregate liability of the Consultant, its partners, directors, consultants, employees, agents, affiliates and other personnel for damage exceed the amount of the fees that the Consultant has received in connection with this Agreement"</p>	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.
91.	<p>We hereby request the department to kindly add the given clause:</p> <p>Indemnification: The Service Provider shall indemnify the Client in full for any failure in performance on account of its default or non-fulfilment of its obligations and the same is performed by the client or any other agency engaged by the Client. In such case all the costs and expenses incurred by the client are recoverable from the Service Provider. Ministry of Skill Development and Entrepreneurship must also indemnify the Service Provider for losses/damages suffered:</p> <ul style="list-style-type: none"> 1. Due to any third party claims 2. Due to any fraud, misrepresentation or omission of facts by the Client or any of its personnel. 	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.

92.	We hereby request the department to kindly add the given clause: The parties acknowledge that the Firm shall have the right to provide consulting or other professional services of any kind or nature whatsoever to any person or entity as the Firm in its sole discretion deems appropriate	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.
93.	No Duty of Care towards Third Parties: The Service Provider will not accept any responsibility for Duty of Care towards the Third Party	General		Since this is REOI, details regarding this may be incorporated at the RFP stage.
94.	Consideration of past PMKVY trainees for enrolment in this program	General		Please refer to Para 2.2

List of Participants:

S.No.	Name	Designation & Organization
Participants from SANKALP Team		
1	Deepti Srivastava	Director SANKALP, Ministry of Skill Development & Entrepreneurship
2	Lendup Sherpa	Under Secretary (SANKALP & NSDF), MSDE
3	Manish Gunjan	PMC Lead, SANKALP Team
4	Aruna Ramanathan	Consultant, SANKALP Team
5	Jyoti Singh	Procurement Expert, SANKALP Team
6	Garima Dhir	Data Analytics Expert, SANKALP Team
7	Sayani Basu	Consultant, SANKALP Team
8	Nakul Rana	Additional Section Officer, MSDE
9	Mannat Singh	Young Professional, SANKALP Team
Other Participants		
10	Akash Gupta	
11	ALEAP	
12	Annie Roy	
13	Anuroop Raj	
14	Archana Bhatnagar	MAWE
15	Arjun Singh	Handicrafts and Carpet Sector Skill Council
16	Arvind Rathi	
17	Ashwani Kumar	Umlaut Pvt Ltd
18	Barnali Basu	
19	Deepak Jalan	NIFA Skills
20	Devendra	Good Education

21	Dinesh Sharma	
22	Dr Mahek Singh	Empower Foundation
23	Dr Swapna Mishra (Textile SSC)	
24	Flamingo Air Academy	
25	Gurpeet Singh	
26	Harish Pathak	
27	Isha	
28	Leather SSC	
29	Mahesh	
30	Manisha Verma	Skill Council for Persons with Disabilities
31	MAWE	
32	Meenu	
33	Meher	
34	N K Mohapatra	
35	Namra	
36	Naveen Sharma	CSC e-Governance Services India Ltd
37	Vivek	OSSS
38	Pankanj Manchanda	
39	Piyush	Electronics Sector Skill Council
40	Preeti Sharma	
41	Rahul Mehta	
42	Rama Devi	
43	Samson Theodore	
44	Santosh Saha	
45	Sarita Bhatia	Piramal Foundation

46	SMD Technologies	
47	Srinath	
48	Stanley	
49	Suhani	
50	Supreet Khosla	
51	Vatansa	
